



## PORTLAND DISTRICT NEWS

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*Your Partner in Business*

April 2002

### *A Word from our District Director*



On February 4, the White House released President Bush's Budget Proposal for FY 2003. This budget focuses the nation on three key priorities: winning the war on terrorism,

strengthening protections of our homeland and revitalizing our economy and creating jobs. The President has proposed an FY 2003 budget plan for the SBA that recognizes the vital role that America's 25 million small businesses play in our nation's economy and demonstrates his commitment to small business owners and to an efficient and effective SBA. It would provide substantial levels of credit, capital, procurement and entrepreneurial development assistance to small businesses. The proposed FY 2003 appropriation of \$798 million compares to a FY 2002 budget of \$768.5 million, an increase of approximately 4 percent. This fiscally sound budget pledges resources to help create an environment where small businesses can flourish. It provides resources for more than \$16 billion in small business loan guarantees and venture capital and nearly \$800 million in new funds for victims of natural disasters. The President's proposal represents a solid investment in counseling, training and technical assistance to thousands of firms and entrepreneurs to help them start, sustain and grow their businesses. As we prepare to celebrate SBA's 50<sup>th</sup> anniversary in 2003, we

are proud of the assistance that we have been able to provide to our nation's small businesses and look forward to continuing to serve them in the future.

PHIL GENTRY

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### *THEY'RE THE BEST*

Each year for the past 39 years, the President of the United States has issued a proclamation calling for the celebration of Small Business Week. This year, National Small Business Week will be held from May 5-11. This year's theme is



Small Business - Where America Works. The celebration honors an estimated 25.5 million small businesses in America that employ more than half the country's private work force, create three of every four new jobs and generate a majority of American innovations.

The National Small Business Person of the Year, chosen from outstanding small business owners representing the 50 states, the District of Columbia, Puerto Rico, and Guam, represents a true cross-section of American industry. This is the national championship of small business, and the White House ceremony is similar to the red-carpet treatment accorded professional sports champions.

Unlike successful athletes who often begin life with advantages such as speed, strength and coordination, entrepreneurs generally find themselves on a level playing field. Small business owners start with what they believe are good, marketable ideas. Some fail, but many others persevere and prosper to the point where they might find themselves in Washington being honored by the president and congressional delegations.

Sonal C. Shah, President of Northwest Software, Inc. (NSI), is Oregon's Small Business Person of the Year. NSI is a premier software company because of its technological innovation and exceptional talent. The company has survived economic downturns by deepening relationships with current customers and creating new ones. Under Ms. Shah's leadership, NSI has been nominated as one of the "Top 50/100 fastest growing companies in Oregon across all industries" for the last six consecutive years.

Besides spotlighting the outstanding contributions of small business owners, the awards recognize outstanding young entrepreneurs, exporters, journalists and advocates of small business. The following Oregon business owners and advocates are honored as the best in Oregon and Region X:

Regional

Small Business Exporter of the Year  
**Cheryl A. Scheinberg, President**  
 The Seaberg Company, Inc  
 Newport, Oregon

Regional

Young Entrepreneur of the Year  
**Adam H. Stites, President**  
 Paintball Online, Inc.  
 Tualatin, Oregon

Regional

Small Business Journalist of the Year  
**Jennifer Dirks, Owner**

The Writers Group  
 Portland, Oregon

Regional

Home-Based Business Advocate of the Year  
**Jack Rubinger, Owner**  
 Jack Rubinger Media Relations  
 Beaverton, Oregon

Women In Business Advocate of the Year

**Marcia J. Soliz, Director**  
 Workforce Development Department,  
 Confederated Tribes Of Warm Springs  
 Warm Springs, Oregon

Regional

Veteran Small Business Advocate of the Year  
**Richard A. Dalton, Veterans Employment Representative**  
 Oregon Employment Department  
 Newport, Oregon

Minority Small Business Advocate of the Year

**Brad J. Robertson, Director**  
 Business Outreach Program, Portland State  
 University  
 Portland, Oregon

Financial Services Advocate of the Year

**Jon P. McLean, Assistant Vice President**  
 Wells Fargo Bank  
 Tigard, Oregon

The Portland District Office invites you to honor Oregon's best and celebrate Small Business Week on May 17<sup>th</sup>, 2002.

Place: Hilton Hotel - Pavilion Room  
 Reception: 5:00 p.m.  
 Dinner: 6:00 p.m.  
 Ceremony: 7:30 p.m.

Call Melissa Davis for information and reservations: 503-326-2657

## NEW TECHNOLOGY WINS OVERSEAS MARKETS



Most pest control programs have a problem: They put too much of the chemical into the environment and much of it is spread without being effective. The solution? Integrated pest management, a combination of chemical, biological and cultivation techniques that minimize negative effects.

A Portland-based company which has taken its name from this method, IPM Technology, has created just such a line of products. Growing in agriculture and forestry applications in the United States, this new method is easy to use, effective and environmentally benign. It has also attracted attention abroad and exports are spreading the technology to global markets. "These innovative products will sell themselves", said Philipp Kirsch, IPM Tech's owner, "as their potency, cost-effectiveness and environmental benefits will make them the most competitive solution to agriculture's and forestry's pesky problems."

IPM's sales growth has been boosted by exports as the company's products find overseas markets. Financed with the Small Business Administration's Export Working Capital Program, export sales are now a profitable part of IPM Tech sales. The most substantial export to date, a large contract from the Belgian Ministry of Forestry for lures to combat an outbreak of a non-native bark beetle, would have exceeded IPM Tech's financial capacity. "The SBA program has come to our rescue twice", said Dennis Kviz, who is new at the helm of IPM. "The first transaction with South Africa could not have happened without the assistance of the SBA and now the Export Working Capital Program has again provided us with extraordinary support." The exports to 14 countries are just

the beginning, according to Kirsch, as integrated pest management products continue to draw the attention of world markets.

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## SBDC, SCORE, BIC & BRC COUNSELING AND TRAINING FISCAL YEAR TO DATE 2002

During fiscal year 2002; the twenty Small Business Development Centers (SBDCs) in Oregon and three SBDCs in Washington held 493 training events with 4,933 attendees and the SBDC counselors assisted 3,527 clients.

The six SCORE chapters in our district: Salem, Eugene, Medford, Portland, Bend Oregon and Vancouver, Washington counseled 4,650 clients and held 15 training events with 319 attendees.

The Business Resource Center (BRC) in Portland and Business Information Centers (BICs) in Grand Ronde, Warm Springs and Chiloquin collectively assisted 3,131 clients.

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## PRO-NET HELPS VETERANS

Government wide Procurement Preference Goaling programs support Veteran and Service Disabled Veteran-owned businesses. Three (3%) percent of prime and subcontracts are to be offered to those veteran owned firms. The contracting officer must, to the extent possible, encourage maximum participation by small businesses, veteran owned small businesses and service-disabled veteran-owned small businesses per Part



19.202-2 of the US Federal Acquisition Regulation.

Veteran firms need to be listed in SBA's PRO-NET system and the Department of Defense CCR system in order to be found. We encourage those firms to enroll in PRONET by going to <http://pro-net.sba.gov>. If you need assistance in preparing your PRONET profile, call the SBA District Office at (503) 326-2682. The DOD CCR system can be found at <http://www.ccr2000.com/index.cfm>. Help can also be acquired from the Government Contracting Assistance Program office at <http://www.gcap.org> or toll-free (1) (800) 497-7551.

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## WOMEN VETERANS CONFERENCE

The Portland District Office Veterans Business Development Officer, along with SCORE Chapter #11, participated in the Oregon Women Veterans Conference at Tualatin High School on Friday, March 29<sup>th</sup> with nearly 360 participants.

In the picture below, Dennis Lloyd (foreground), the Veterans Business Development Officer, along with JoAnne McMahan (right rear of table) of Portland SCORE Chapter #11 work with a woman veteran to discuss a home-based business and how to get free counseling services in the Bend, Oregon area.



## SIZE STANDARDS ADJUSTED FOR INFLATION, ELIGIBILITY WIDENED

Effective February 22, 2002, the SBA increased its revenue-based size standards for small businesses by 15.8 percent to account for inflation since 1994. Since the size standards are used to determine whether a business is a small business for the purposes of eligibility for SBA programs, the inflation adjustments will make it possible for at least 8,600 companies to regain their eligibility as small businesses, including many in Oregon and SW Washington.



The SBA adjusts the revenue-based size standards using the chain-type price index used by the Department of Commerce to measure inflation in the economy. Non-revenue-based industry sectors, whose size standards had not been updated for inflation since 1994, will be adjusted accordingly to match the new percentage. For additional information on the new size standards, visit the SBA's Office of Size Standards Web page at [www.sba.gov/size](http://www.sba.gov/size), and click on "What's New?" Also visit SBA's extensive Web site at [www.sba.gov](http://www.sba.gov).

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## MED WEEK LUNCHEON & TRADE SHOW

The annual Minority Enterprise Development Week Luncheon and Trade Show will be held on October 11, 2002 at the Oregon Convention Center. At the luncheon we will honor several of our state's successful minority entrepreneurs. These individuals will be

recognized for successful business development and contributions made to their communities.

Nominated firms must be at least 51% owned and operated by a socially disadvantaged individual(s) that is a member of one of the following ethnic groups: African American, Hispanic American, Native American, Asian Pacific American or Sub-Continent Asian American. The businesses nominated must be in a satisfactory financial condition and have a good record of service in the community or charitable affairs.

The U.S. Small Business Administration is requesting nominations for these awards. A nomination form can be obtained by contacting Mary Jo Witty at (503) 326-5105.

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## **8(a) BUSINESS DEVELOPMENT MEETING**



Our annual 8(a) Business Development meeting held on March 20, 2002, was very successful. Guest speaker, Marsha Elliot, CPA, made a presentation to the minority small

businesses on "Turning Financial Weakness into Strength" and Victor Valdez, Executive Director of the Northwest Minority Business Council, talked about how to "Boost Company Value with the Most Powerful Tool – Strategic Partnering." Both speakers were excellent. During the afternoon session buyers from both the private and public sectors and SBA resource partners described upcoming projects and how to gain access to new contracts.

SBA is pleased to report that during the six-

month period ending March 31, 2002, 41 contracts and 112 modifications were awarded for \$21,123,399.29.

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FY 2002 LOAN PRODUCTION (thru 3/30/2002)
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LENDER	# OF LOANS	APPROVAL TOTAL
ALBINA COMMUNITY BANK	14	\$1,134,900
AMERICAN PACIFIC BANK	2	\$476,500
AMRESO INDEPENDENT FUNDING INC.	1	\$1,019,000
BANK OF AMERICA	33	\$2,807,000
BANK OF ASTORIA	1	\$313,500
BANK OF CLARK COUNTY	5	\$588,000
BANK OF THE CASCADES	6	\$2,329,755
BANK OF THE NORTHWEST	1	\$260,000
BANK OF THE WEST	5	\$3,871,000
BORREGO SPRINGS BANK	4	\$1,476,000
BUSINESS LOAN CENTER, INC.	1	\$825,000
CCD BUSINESS DEVELOPMENT	2	\$566,000
CASCADES WEST FINANCIAL SERVICES., INC.	8	\$4,774,000
CENTENNIAL BANK	1	\$350,000
TYCO CAPITAL (FKA CIT Small Bus. Lndg. Corp.)	26	\$15,259,400
CALIFORNIA BANK & TRUST	1	\$430,000
CITIZENS BANK	1	\$105,000
COLUMBIA COMMUNITY BANK	2	\$250,000
COLUMBIA STATE BANK	2	\$717,500
COMERICA BANK-CALIFORNIA	3	\$1,870,400
COMMUNITY FIRST BANK	2	\$1,358,000
EVERGREEN COMMUNITY DEVELOPMENT ASSN.	10	\$6,226,000
FIRST UNION SMALL BUSINESS CAPITAL	2	\$1,709,500
GE CAPITOL SMALL BUSINESS	3	\$2,234,000
GOLETA NATIONAL BANK	2	\$187,000
KEY BANK	13	\$4,816,000
LIBERTYBANK	4	\$306,000
MATRIX CAPITAL BANK	2	\$1,219,000
NORTHWEST SMALL BUS. FINANCE CORP.	5	\$3,122,000
OREGON CERTIFIED BUSINESS DEV. CORP.	1	\$858,000
OREGON PACIFIC BANKING CO.	1	\$524,625
PACIFIC CONTINENTAL BANK	30	\$4,975,000
PACIFIC CREST BANK	1	\$206,000
PEOPLES BANK OF COMMERCE	5	\$1,237,500
SILVER STATE BANK	5	\$1,676,000
TEMECULA VALLEY BANK N.A.	1	\$266,700
TODAY'S BANK	1	\$143,000
TWIN CITY BANK	4	\$281,000
US BANK, NATIONAL ASSOCIATION	60	\$4,382,300
UMPQUA BANK	2	\$216,000
WASHINGTON MUTUAL BANK	9	\$2,411,700
WELLS FARGO BANK	18	\$3,384,100
WEST COAST BANK	9	\$1,434,800
<b>TOTAL APPROVALS</b>	<b>309</b>	<b>\$82,597,180</b>

**U.S. Small Business Administration &  
Service Corps of Retired Executives Chapter 11**

Invite you to join us in recognizing the best of Oregon's Small Business Person and  
Small Business Advocates

At the

**SEVENTH ANNUAL  
SALUTE TO SMALL BUSINESS  
Awards Dinner**

*Featuring Shawna Schuh,  
author and motivational humorist  
**May 17, 2002***

*Hilton Hotel  
Pavilion Room  
921 SW Sixth Avenue  
Portland, Oregon*

*5:00 P.M. - Registration & No Host Reception  
6:00 P.M. - Dinner & Awards Presentation*

\$38.00 per person - \$380.00 per table (seats 10)

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Total Number of each Entrée:

Basil Salmon \_\_\_\_\_

Rosemary Chicken \_\_\_\_\_

Vegetarian \_\_\_\_\_

Roast Sirloin of Beef \_\_\_\_\_

Guest Name(s)

Entrée


**RSVP and mail payment and form to:**  
U.S. SMALL BUSINESS ADMINISTRATION  
Attn: Melissa Davis  
1515 SW Fifth Avenue, Suite 1050  
Portland, OR 97201-5494

**Please make checks payable to: Hilton Portland**

Phone: (503) 326-2657  
Fax: (503) 326-5103  
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